



YEAR ENDED 31 MARCH 2018

PETER SIMPSON
CHIEF EXECUTIVE OFFICER

SCOTT LONGHURST
MANAGING DIRECTOR,
FINANCE AND NON-REGULATED BUSINESS





BEFORE WE GET STARTED

DISCLAIMER

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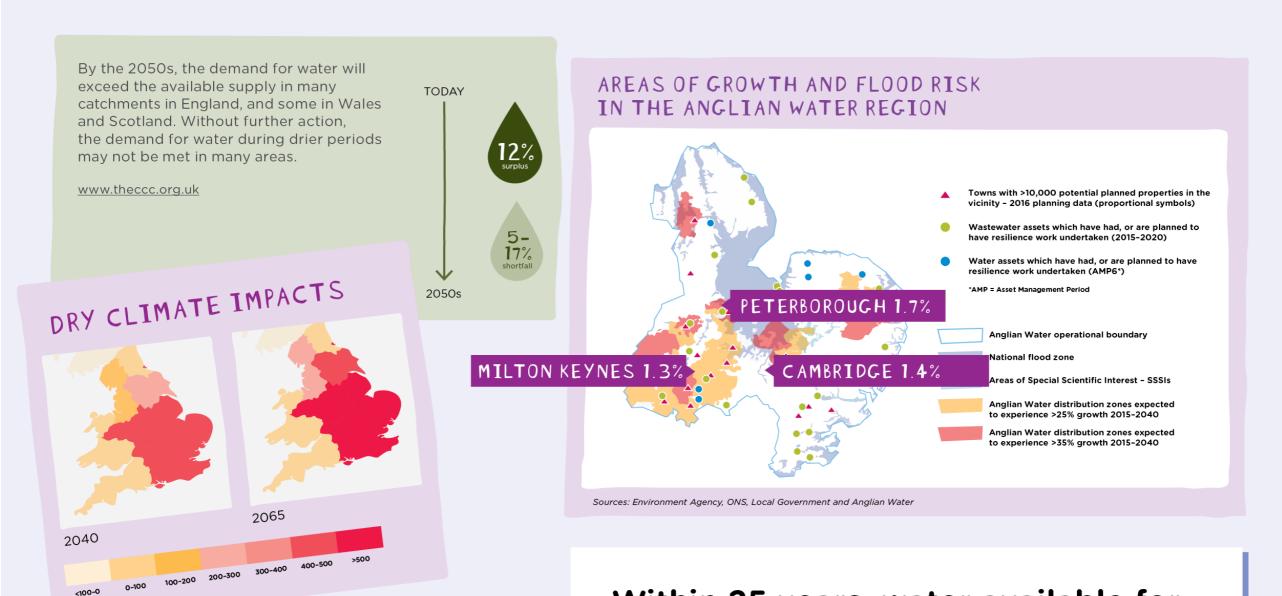
OPERATIONAL PERFORMANCE UPDATE

PETER SIMPSON
CHIEF EXECUTIVE OFFICER



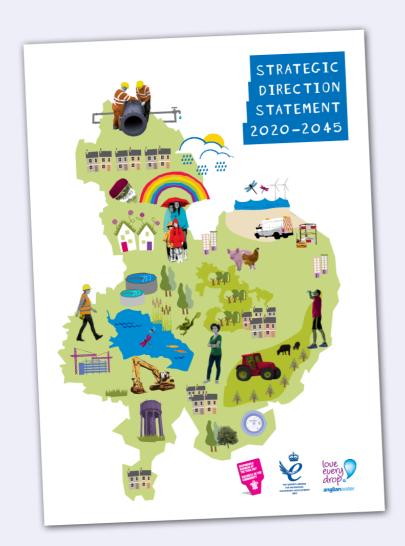


A CHANGING CLIMATE, A GROWING POPULATION AND PROTECTING THE ENVIRONMENT



Within 25 years, water available for supply could be cut by half.

THE BIG PICTURE





A LEADING CUSTOMER SERVICE BUSINESS WITH THE ENVIRONMENT AND SUSTAINABILITY AT THE HEART OF EVERYTHING WE DO

THE WORLD WE'RE WORKING IN

Opinion Inside Business

John McDonnell is right: Britain can easily nationalise water

Real question is whether ownership changes would improve the utilities

As the political debate about the future of Britain's <u>privatised</u> utilities heats up, battle lines have been drawn over what it might cost to nationalise the water industry.

On the one hand, the Labour party's *soi-disant* Marxist shadow chancellor John McDonnell maintains it would be "cost-free" to revive the old regional water authorities. On the other, some think-tanks say that this would crowd out other spending and even dynamite the public finances.





Nationalising will be for ever, says John McDonnell



FINANCIAL TIMES

UNDER A PUBLIC AND POLITICAL MICROSCOPE











2. Clean and plentiful water

We will achieve clean and plentiful water by:

- Improving at least three quarters of our waters³ to be close to their natural state⁴ as soon as is practicable by:
- Reducing the damaging abstraction of water from rivers and groundwater, ensuring that by 2021 the proportion of water bodies with enough water to support environmental standards increases from 82% to 90% for surface water bodies and from 72% to 77% for groundwater bodies.



HIGHLIGHTS







Anglian Water - Love Every Drop added 4 new photos.



PLACES TO WORK

RESPONSIBLE

THE YEAR 2017







ODI PERFORMANCE

12-13 Prices	15-16	16-17	17-18	TOTAL
	£m	£m	£m	£m
Interruptions to supply	5.7	0.8	5.7	12.1
Leakage	0.5	2.6	4.5	7.6
Pollution incidents	4.4	2.3	2.3	9.0
Value For Money Perception - Water	0.1	0.0	0.2	0.3
Value For Money Perception - Wastewater	0.1	0.0	0.125	0.225
Fairness of bills perception	0.1	0.1	0.225	0.425
Affordability perception	0.2	0.1	0.25	0.55
Water infra serviceability	0.0	-0.6	0.0	-0.6
Total	11.0	5.3	13.3	29.6



Number one in SIM: Potential for reward of £50-£70m.

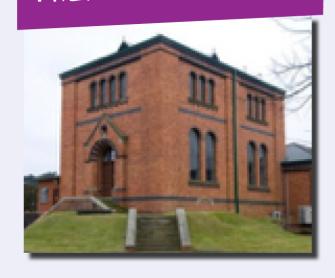
2017: UTILITY SECTOR'S FIRST EVER STERLING GREEN BOND

- Necessitated high standards for sustainability throughout...
- ...But required no changes to our processes: sustainability is simply how we work.
- Around 200 stand-out schemes to be financed: innovative water abstraction, drought & flood resilience, progressive water recycling & resource management.
- Future debt issues will be through sustainable finance, where possible.
- UK Government highlighted our leadership in green finance: Clean Growth Strategy, published as part of a UK Industrial Strategy.





CASE STUDY: HEIGHAM WATER TREATMENT WORKS



- £37 million scheme ensures sustainable water supplies for generations.
- Largest filtration system of its kind in Europe meets population and environmental needs.
- Final solution saves almost £6 million, and 3,000 tonnes (or 44% of carbon.
- Protects site of special scientific interest along river Wensum.
- Latest example of continual innovation in the building of systems resilient to growth and climate change.

A CASE STUDY IN TRANSFORMATION

INGOLDISTHORPE TREATMENT WETLAND - WET, WILD AND CLEVER.





We've delivered an innovative approach to water treatment to:

- better protect the environment and reduce cost to customers
- meet tight standards for ammonia and phosphate to prevent deterioration
- make sure river flows are maintained
- negotiate consent flexibility with the EA.
- led to social and environmental benefits and enhanced biodiversity

INNOVATION: BUILDING THE WATER COMPANY OF THE FUTURE





PR19 CUSTOMER ENGAGEMENT









LEGITIMACY: BEING A RESPONSIBLE BUSINESS

OUR FINANCIAL AND CORPORATE PLEDGES

- CAYMANS COMPANY CLOSED
- ACCOUNTING PRESENTATION SIMPLIFIED
- CONSULTING WITH OFWAT TO EMBED PUBLIC INTEREST IN LICENCE
- MAJORITY INEDS ON BOARD
- ADDITIONAL £65M

 RESILIENCE INVESTMENT

 ON TOP OF £100M, FUNDED

 BY DIVIDEND REDUCTION

 RESTRAINT
- GEARING REDUCED THROUGH
 DIVIDEND RESTRAINT
 THROUGH TO 2025

LATERAL ENDORSEMENT: SUPPORTING TRUST IN WATER



























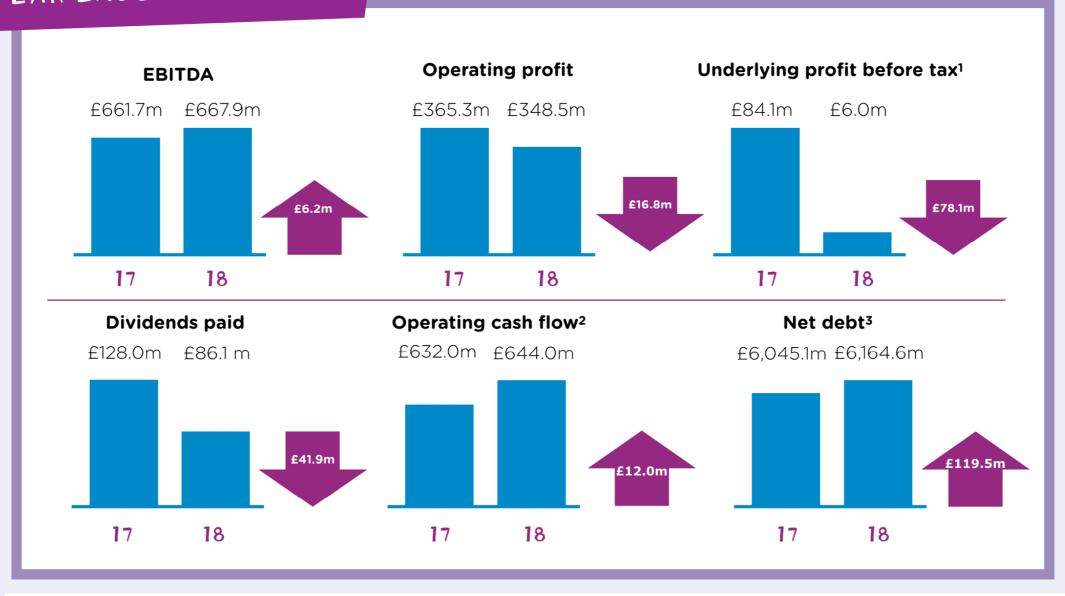
FINANCIAL PERFORMANCE

SCOTT LONGHURST
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FINANCE AND NON-REGULATED BUSINESS





ANGLIAN WATER - FINANCIAL HIGHLIGHTS



¹ Excludes interest received of £191.8m (2017: £192.3m) from AWS Holdings Ltd and gain on derivatives of £117.6m (2017: loss of £116.0m).

² Shown on a statutory accounts basis. Net cash inflow from operating activities after tax on a CTA basis is £614.5m (2017: £604.6m).

³ Shown on a statutory accounts basis, excluding derivatives. Net debt on a CTA basis is £6,031.2m (2017: £5,829.5m).

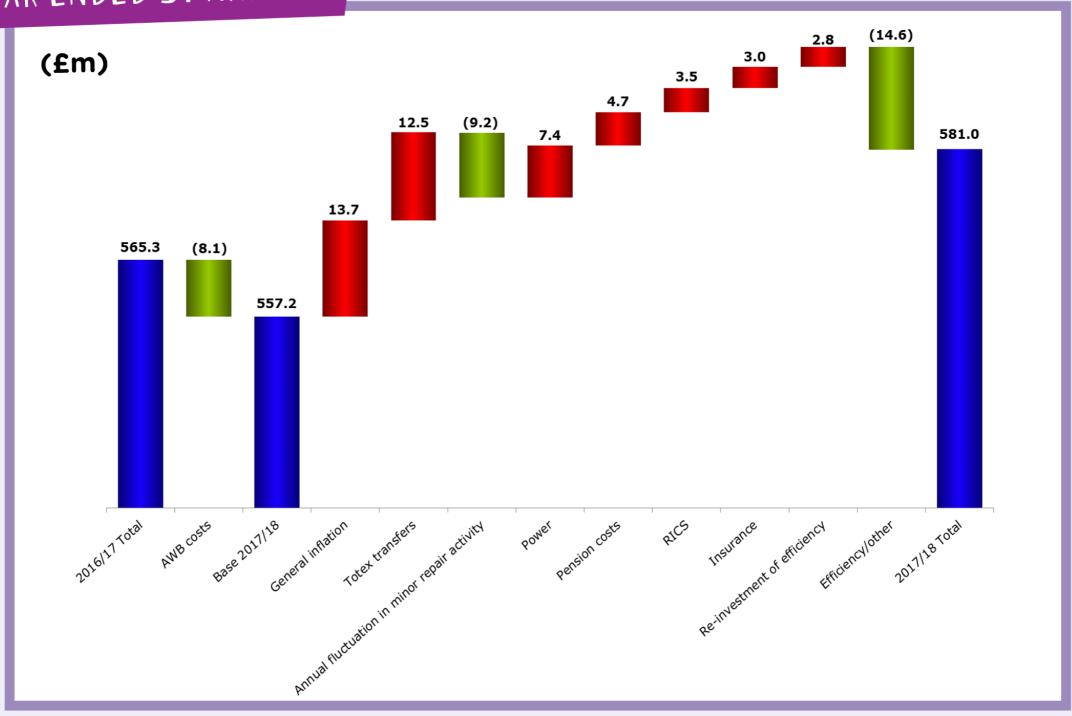
ANGLIAN WATER - INCOME STATEMENT 1

DED 31 MARCH	2018 £m	2017 £m
Revenue	1,248.9	1,227.0
Operating costs	(581.0)	(565.3)
EBITDA	667.9	661.7
Other operating income	16.1	14.8
Depreciation	(335.5)	(311.2)
Operating profit	348.5	365.3
Interest (excluding indexation) ² Indexation charge Finance income	(207.6) (136.5) ————————————————————————————————————	(208.0) (75.2) 2.0
Underlying net finance costs Underlying profit before tax	(342.5) ————————————————————————————————————	(281.2) ————————————————————————————————————

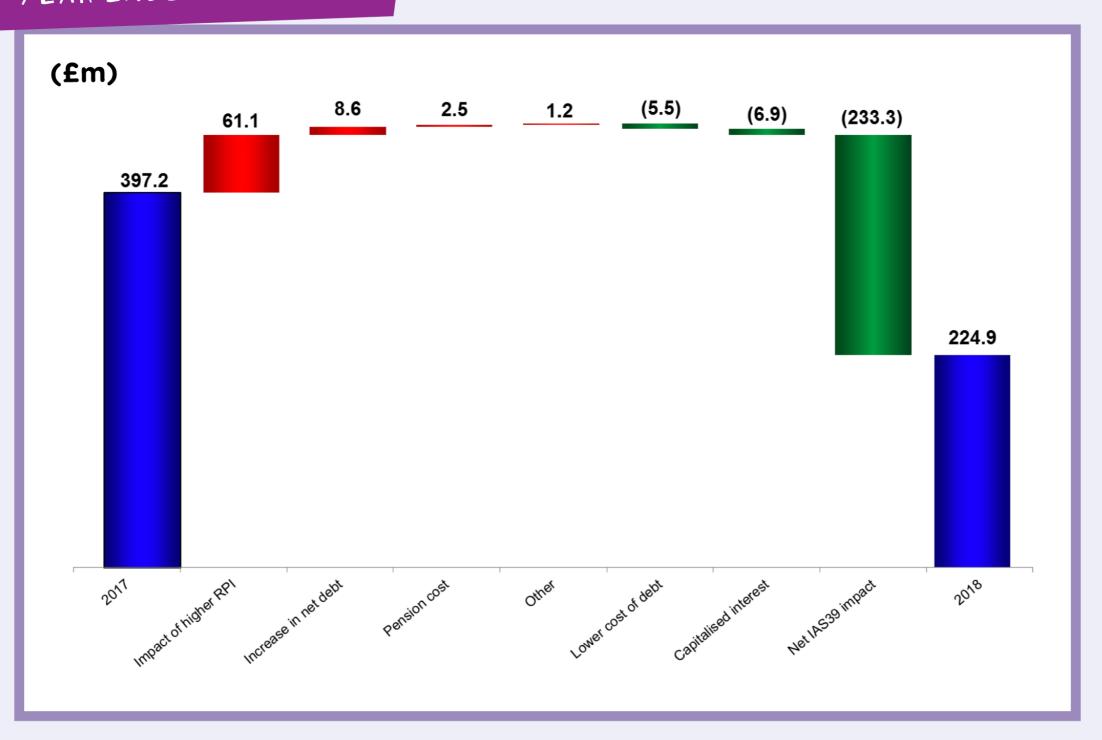
¹ Shown on an underlying basis (i.e. excluding fair value gains on derivatives of £117.6m (2017: loss of £116.0m)).

² Interest excludes the intra-group interest receivable of £191.8m (2017: £192.3m). A reconciliation to the statutory profit before tax is provided in appendix 3.

ANGLIAN WATER - OPERATING COSTS



ANGLIAN WATER - INTEREST



ANGLIAN WATER - CASH FLOW ON A CTA DEBT BASIS 1

DLU DI II/III CII	2018 £m	2017 £m
Income	1,187.0	1,180.7
Opex and taxation	(572.5)	(576.1)
Net cash inflow from operating activities	614.5	604.6
Capital maintenance expenditure	(235.7)	(207.1)
Post maintenance expenditure	378.8	397.5
Net interest	(211.8)	(229.1)
Free cash flow	167.0	168.4
Capital enhancement expenditure	(162.3)	(100.1)
Disposal proceeds NHH retail	78.9	-
Dividends		
Dividends paid available to ultimate shareholders	(86.1)	(128.0)
Dividends paid not available to ultimate shareholders:		
Special dividend to fund the transfer of NHH retail	(62.2)	
Pre-financing cash flows per CTA definition	(64.7)	(59.7)

¹ CTA cash flows are on a different basis to those presented in the financial statements (see appendix 1 for reconciliation)

ANGLIAN WATER - MOVEMENT IN DEBT ON CTA BASIS 1

	2018
Gross debt at 31 March 2017	(6,286.4)
New debt raised	(248.6)
Debt repaid	327.4
Indexation	(110.3)
Gross debt at 31 March 2018	(6,317.9)
Less	
- Debt service account	1.7
- Tax reserve	40.0
- Capex reserve	44.9
- Other cash	200.1
Net debt per CTA definition	(6,031.2)

¹ CTA net debt is on a different basis to that presented in the interim financial statements (see appendix 2 for reconciliation)

ANGLIAN WATER - LIQUIDITY

AS AT 31 MARCH 2018



PRE-FUNDED CAPEX £45 MILLION

PRE-FUNDED DEBT AND REPAYMENT £2 MILLION



AWS



WORKING CAPITAL AND CAPEX FACILITY £600 MILLION

OPERATING & MAINTENANCE LIQUIDITY FACILITY (10% ANNUAL OPEX AND CAPITAL MAINTENANCE) £111 MILLION

DEBT SERVICE RESERVE LIQUIDITY FACILITY (12 MONTHS INTEREST) £279 MILLION

TOTAL CASH AND INVESTMENTS £287 MILLION

TOTAL FACILITIES TOTAL DRAWN TOTAL UNDRAWN FACILITIES £990 MILLION

£990 MILLION

ANGLIAN WATER - AWS DIVIDENDS IN 2017 - 2018

		How were the dividends used?
Dividend paid available to ultimate shareholders	£86.1m	£78.8m used to pay dividends and loan interest to the ultimate shareholders and holding company loan interest
Dividends paid not available to the ultimate shareholders Dividend paid to settle the inter-company loan Loan settlement received Net AWS cash outflow	£1.6bn (£1.6)bn nil	One off restructuring dividend to remove an inter-company loan in order to simplify reporting
Dividend paid to fund the inter-company interest Inter-company interest received Net AWS cash flow	£191.8m <u>£(191.8)m</u> nil	Round-trip inter-company interest and dividend. This ceases from 31 March 2018 following the removal of the £1.6bn intercompany loan described above
Special dividend to fund the transfer of NHH retail Funds flowing back to AWS in the form of sale proceeds Net AWS cash inflow on NHH Retail sale	£62.2m £(78.9)m £16.7m	One off dividend to enable the transfer of the Non-Household Retail business in April 2017

KEY FINANCIAL RATIOS

Anglian Water Financial Ratios - Year Ended 31 March 2018

	March 2018	Trigger Event	Default	March 2017
Class A RAR	67.9%	75.0%	-	65.9%
Senior RAR	78.1%	85.0%	95.0%	79.0%
Class A ICR	3.6	-	1.6	3.1
Conformed Class A PMICR	1.8	1.3	-	1.6
Conformed Senior PMICR	1.5	1.1	-	1.4
Class A actual maintenance ICR	2.2	-	1.0	2.0

Osprey Acquisitions Limited Financial Ratios – Year Ended 31 March 2018

	March 2018	Trigger Event	Default	March 2017
Senior RAR	83.4%	93.0%	95.0%	84.6%
Senior ICR	2.6	-	2.0	2.6
Dividend Cover Ratio	4.0	-	2.0	3.5

RAR = Regulated Asset Ratio

ICR = Interest Cover Ratio

PMICR = Post Maintenance interest Cover Ratio

FINANCING



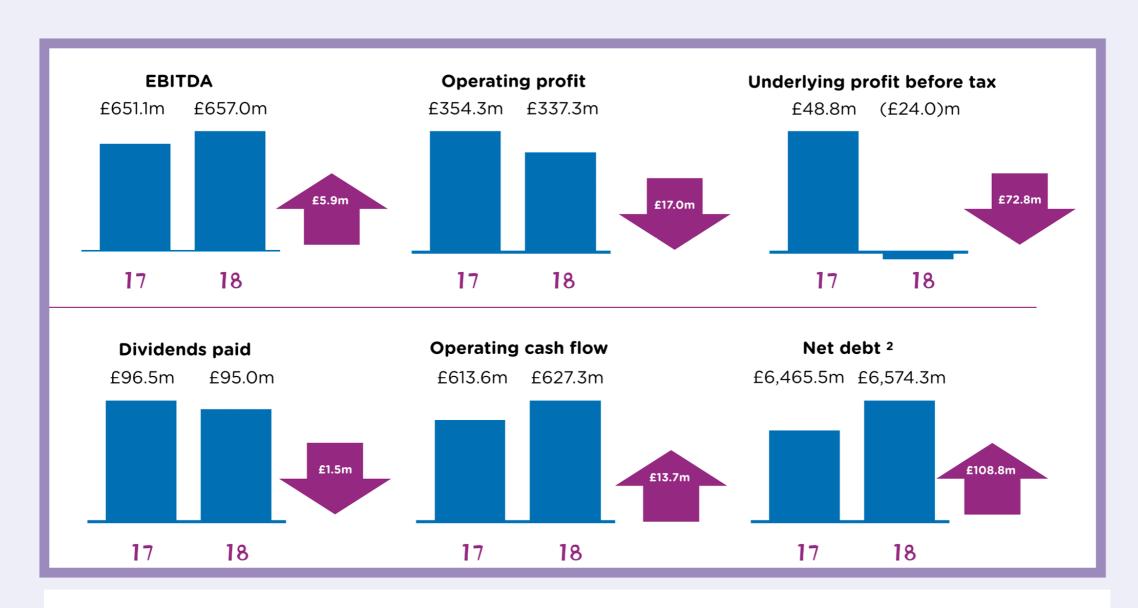


- Osprey £240m bond repaid in January 2018 and successfully refinanced with a new 4% 2026 bond in December 2017.
- Restructuring of RPI swaps completed moving to stronger counterparty and institutional investor solutions with long term PAYG solution.
- £250m Green Bond raised in August 2017
- Transparency and Governance restructure complete:
- Revised Anglian Water financing group structure, with all UK registered companies
- £1.6bn intercompany loan was repaid on 29 March
- We are changing the composition of the AWS Board so the Independent Non Executive Directors are in the majority and not just the largest group.





OSPREY ACQUISITIONS LTD FINANCIAL HIGHLIGHTS



- ¹ Results presented here are for Osprey Acquisitions Limited consolidated accounts.
- ² Excludes loan from parent and fair value adjustment to debt arising on acquisition.

SUMMARY

- We are committed to redoubling our efforts to improve transparency, show that public interest is at the heart of the business, increase investment and reduce gearing over AMP6 and AMP7; and are delivering tangible progress.
- Our Caymans Company has been removed from our financing structure.
- We are delivering significant totex efficiencies and environmental improvements and an additional £65m resilience investment is being funded by dividend reductions.
- Our first green bond has been highly regarded in setting the benchmark for others, and our work with HRH the Prince of Wales Accounting for sustainability project promoting best practice for others to follow. We will look to raise further sustainable finance through AMP6 and AMP7.





QUESTIONS









APPENDICES





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ANGLIAN WATER - RECONCILIATION OF CTA OPERATING CASH FLOW

	2018 £m	2017 £m
Operating cash flow - statutory accounts basis	644.0	632.0
Tax paid Commissions on facilities not used	(23.5) (2.5)	(19.8) (2.3)
Other items ¹ Net cash inflow from operating activities - CTA basis	(3.5) 614.5	(5.3) 604.6

¹ Other items include issue costs of new debt, adjustments for unpresented cheques, the reallocation of interest on Wing strategic mains refunds and cash in transit.

ANGLIAN WATER - RECONCILIATION OF CTA NET DEBT

	March 2018 £m	March 2017 £m
Net debt - statutory accounting basis ¹	6,164.6	6,045.1
Unpresented cheques and payments	0.4	0.3
Capitalised issue costs	26.1	26.6
IAS 39 adjustments	(159.5)	(242.1)
Unsecured solar lease	(0.4)	(0.4)
Net debt - CTA basis ¹	6,031.2	5,829.5

¹ The CTA net debt continues to be on old UK GAAP basis, while statutory net debt is on an IFRS basis

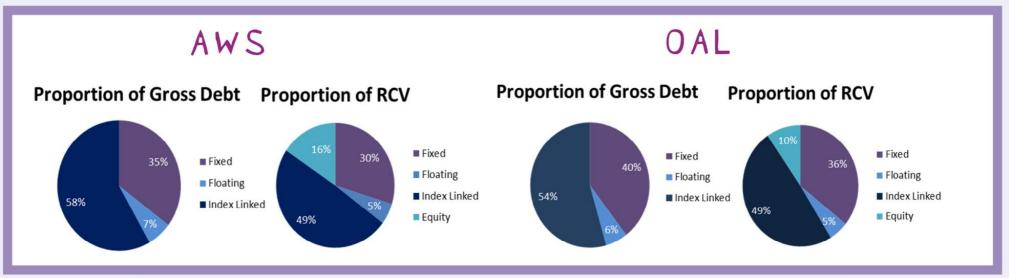
ANGLIAN WATER - RECONCILIATION OF UNDERLYING PROFIT BEFORE TAX

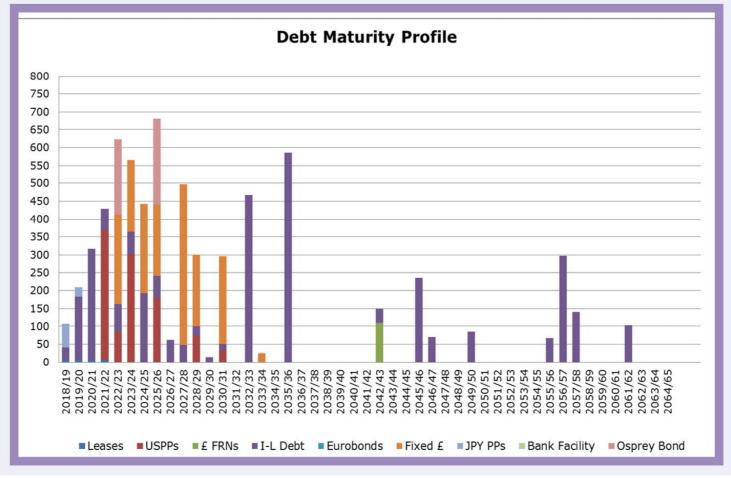
	2018 £m	2017 £m
Profit before tax on an underlying basis	6.0	84.1
Finance costs - fair value gains/(losses) on financial derivatives	117.6	(116.0)
Finance income - intra group interest receivable	191.8	192.3
Profit on disposal of the non-household retail business	4.6	-
Profit before tax as reported in the statutory accounts	320.0	160.4

ANGLIAN WATER - SUMMARY OF NEW LOANS AND REPAYMENTS YEAR ENDED 31 MARCH

2018		2017
£m		£m
	New Debt raised	
248.6	£500m RCF	125.0
		30.0
		104.3 55.0
		20.0
		35.0
	£200m GBP Class B 2027	200.0
248.6	Total debt raised	569.3
	Debt repaid	
(150.0)	€500m 27th June 2016:	(394.0)
(8.6)	Finance lease	(5.1)
(8.6)	£500m RCF	(70.0)
	Bilateral RCF	(30.0)
•		
(5.7)		
(327.3)	Total debt repaid	(499.1)
	248.6 (150.0) (8.6) (8.6) (25.5) (55.0) (73.9) (5.7)	New Debt raised 248.6 £500m RCF Bilateral RCF USPP £214m 2026 (\$150m) £55m fixed 2.93% 2025 £20m fixed 2.93% 2025 £35m floating £200m GBP Class B 2027 248.6 Total debt raised Debt repaid (150.0) £500m 27th June 2016: [8.6) Finance lease (8.6) £500m RCF (25.5) Bilateral RCF (73.9) (5.7)

DEBT MATURITY PROFILE AS AT 31 MARCH 2018





DERIVATIVES MARK TO MARKET VALUATION

	Notional £m	MTM £m
Swap Type		
Interest Rate Swap	2,880.3	(308.8)
Cross Currency Interest Rate Swap	795.9	108.2
RPI Swap 1	565.9	(495.1)
	4,242.1	(695.7)

Energy Derivatives	Notional £m3	MTM £m4	
LEBA2 Power Swaps	93.9	(9.1)	

- 1 The -£495m MTM value of the RPI swaps excludes accrued indexation which has already been charged to the profit and loss account amounting to £35m. All RPI swaps are now PAYG
- 2 LEBA = London Energy Brokers Association.
- 3 Notional value for Energy Derivatives represents locked in purchase price for power.
- 4 Including forward purchases from suppliers MTM of energy hedging instruments which is £0.0m.

OSPREY ACQUISITIONS LTD INCOME STATEMENT

	2018 £m	2017 £m
Revenue	1,259.6	1,235.2
Operating profit	337.3	354.3
Interest		
Interest	(224.4)	(230.3)
Indexation charge	(136.9)	(75.5)
Share of joint ventures	-	0.3
PBTGAE	(24.0)	48.8
Fair value gains/(losses) on financial derivatives	119.1	(107.0)
Profit on disposal of business 1	4.6	-
Profit on disposal of joint venture	-	9.5
Profit/(loss) before tax	99.7	(48.7)

¹ Profit on transfer of AWS non-household business

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OSPREY ACQUISITIONS LTD REVENUE SEGMENTAL ANALYSIS

		2018 £m	2017 £m
Anglian Water	1.8%	1,248.9	1,227.0
Head Office and other less: intersegmental trading total revenue	2.0%	11.1 (0.4) 1,259.6	8.7 (0.5) 1,235.2

OSPREY ACQUISITIONS LTD OPERATING PROFIT SEGMENTAL ANALYSIS

	2018 £m	2017 £m
Anglian Water	348.5	365.3
Head Office and other	(11.2)	(10.1)
	337.3	355.2
less JVs operating profit ² Operating profit	337.3	(0.9) 354.3

¹ Excludes the Anglian Venture Holdings businesses as they are held above OAL in the Anglian Water Group Limited structure.

² Under IFRS reporting, joint ventures operating profit is excluded from reported operating profit. The Group's share of JV's operating profit is then included lower down the income statement.

OSPREY ACQUISITIONS LTD GROUP CASH FLOW

	2017 £m	2016 £m
Group operating cash flow	627.3	613.6
Taxation	(8.8)	(9.5)
Capital expenditure	(401.4)	(307.1)
Disposal proceeds	79.0	14.0
Net interest paid	(251.7)	(269.3)
Repayment of accumulated interest	(73.9)	-
Dividends paid	(95.0)	(96.5)
Indexation ¹	(110.7)	(61.4)
Other non-cash movements in net debt	126.4	(97.4)
Movement in net debt	(108.8)	(213.6)

¹ In addition to the above indexation on debt, there is a further £26.2m (2017: £14.1m) indexation on derivatives which is included for covenant purposes in calculating net difference

OSPREY ACQUISITIONS LTD NET DEBT

Anglian Water ¹	2018 £m (6,164.6)	2017 £m (6,045.1)
Head office and other	30.0	12.8
	(6,134.6)	(6,032.3)
Osprey Acquisitions Limited		
£350m 7.0% bond 2018	-	(241.9)
£210m 5.0% bond 2023	(212.8)	(212.5
£240m 4.0% bond 2026	(238.7)	
Unamortised costs on undrawn bank facilities	0.5	2
net cash	11.3	19.:
Osprey Acquisitions Group ²	(6,574.3)	(6,465.5)

 $^{^{1}}$ Net debt on an IFRS statutory basis - see appendix 2 for reconciliation to CTA basis

² Excludes loan from parent comapany (£728.8m*) and fair value debt adjustments arising on acquisition (£180.4m)

^{*} Total shareholder investment of £1,550m was put into Osprey Acquisitions Ltd from Osprey Holdco Ltd by a mixture of equity and subordinated debt. At 31 March 2018 this quasi-equity subordinated loan stands at £728.8m

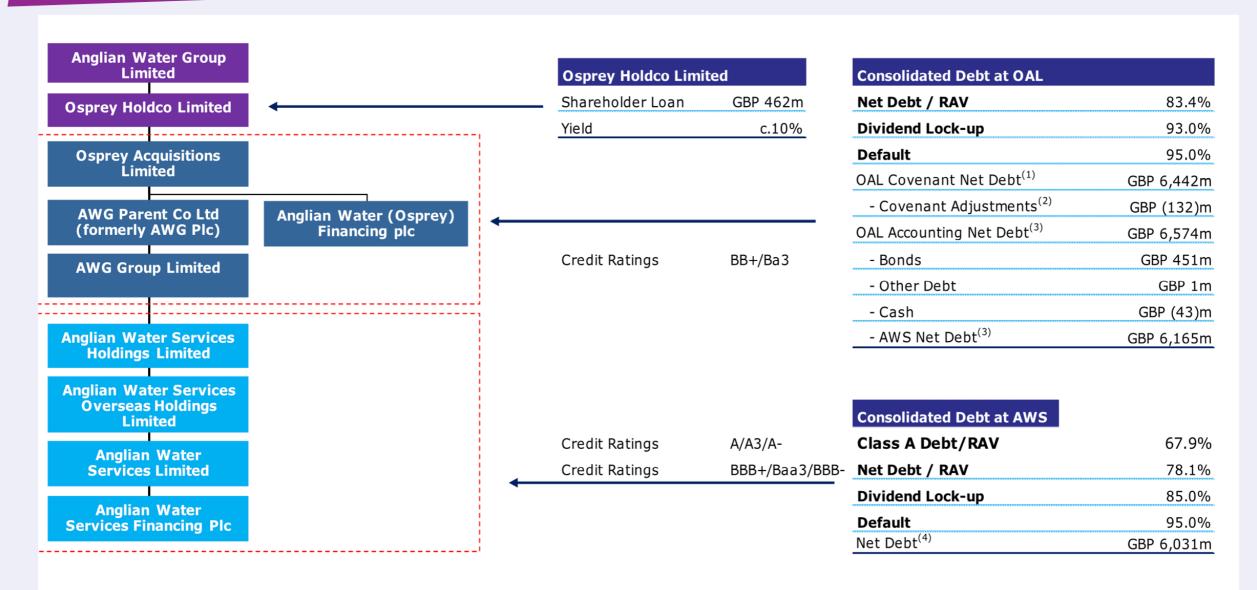
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OSPREY ACQUISITIONS LTD OPERATING CASH FLOW

Anglian Water	2018 644.0	2017 632.0
Head Office and other	(16.7)	(18.4)
Total operating cash flow	627.3	613.6

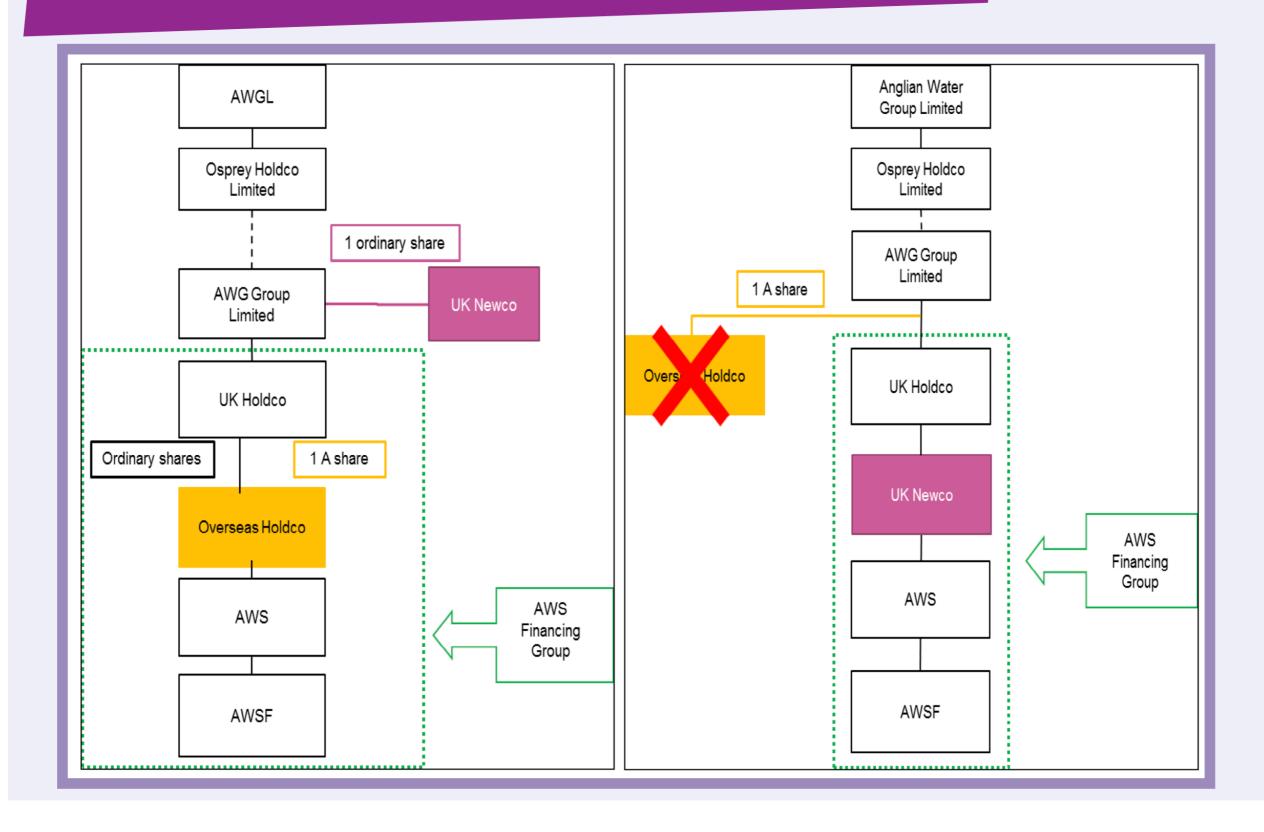
OSPREY ACQUISITIONS LTD TAXATION YEAR ENDED 31 MARCH

Profit/(loss) before tax	2018 £m 99.7	2017 £m (48.7)
Tax at UK rate of 19% (2017: 20%)	18.9	(9.7)
Effects of recurring items:		
Items not deductible for tax purposes	2.7	1.8
Items not taxable	(0.4)	(0.4)
Joint venture results reported net of tax	-	(0.1)
Effects of non-recurring items:		
Profit on disposal of business subject to statutory exemption	(0.8)	(1.9)
Reduction in corporation tax rate	(0.5)	(53.3)
Effects of differences between rates of CT and DT	1.9	8.1
Adjustments in respect of prior periods	(0.3)	(12.9)
Tax charge/(credit) for the period	21.5	(68.4)



- (1) OAL Covenant net debt excludes issue costs and IFRS adjustments
- (2) These adjustments are made to align accounting Net Debt to the CTA. The adjustments are; unamortised issue costs, FX/FV/inflation adjustments and interest accruals
- (3) Excludes Parent Co loan of £729m, Fair Value adjustments to debt of £180m and derivatives of £732m
- (4) AWS net debt of £6,165m excludes derivatives and is prepared on an IFRS accounting basis, whereas Consolidated Debt at AWS of £6,031m if prepared on a Common Terms Agreement (CTA) basis

REMOVAL OF CAYCO COMPLETED



OUR GREEN BOND

PROJECTS FINANCED BY THE GREEN BOND

- Around 200 projects are funded by the first Green bond, with 70% of the capital spend financed by the bond and 30% from our
- In total, 84,716 tonnes of carbon are being saved or avoided with these projects compared to the 2010 baseline.

own resources.

 The Treasury Team are identifying a number of projects each reporting period and using this as a training and personal development exercise for team members to learn more about the business and present to other team members and debt investors.

Eligible Green Projects	Sustainable Water Management	Sustainable Water Recycling	Total
	£m	£m	£m
Capital Maintenance	33.7	50.9	84.6
Enhanced Service Level: and additional standby generation	21.4	8.0	29.4
Growth (Supply Demand)	23.5	27.1	50.5
Quality	20.8	91.2	112.0
Total Portfolio Spend	99.4	177.2	276.5
Spend Buffer			(63.8)
Spend Available for Allocation			212.7
Net Proceeds			247.8
Proceeds Allocated To Date			203.0
Proceeds Unallocated			44.8







